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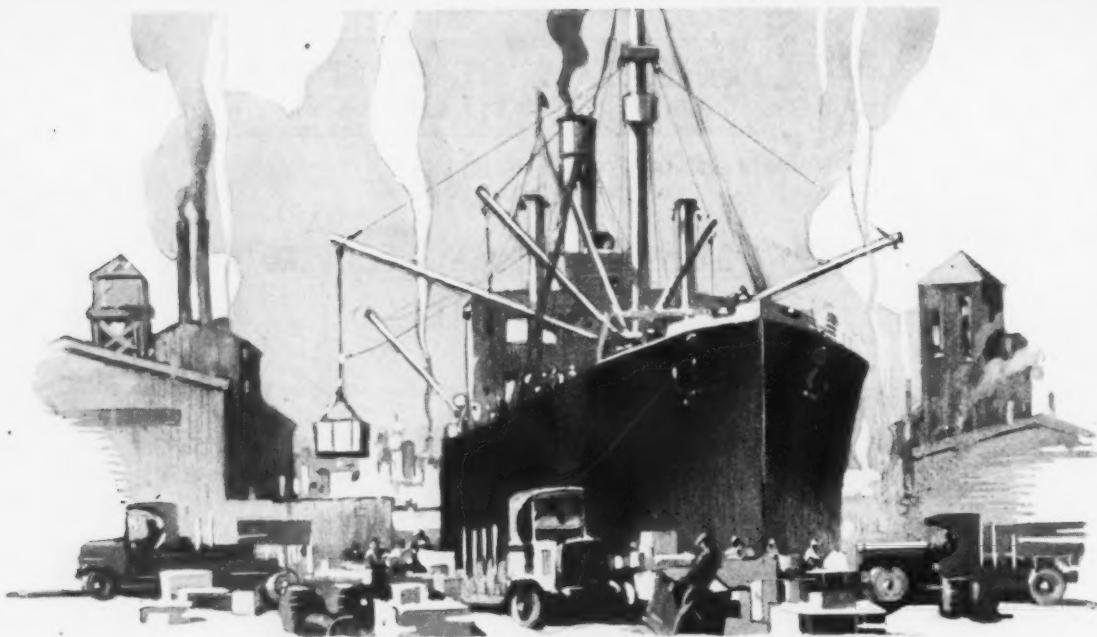
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Contents

Feature Articles

Page

FORESTRY AND INDUSTRY IN CONNECTICUT

5

By P. L. Buttrick

THE ROMANCE OF CLARK BROS. BOLT CO.

8

THE RELATIONSHIP OF THE WORKMEN'S COMPENSATION ACT TO THE MEDICAL PROFESSION

11

By Dr. Ansel G. Cook

A RAILROAD ANSWERS AMERICA'S DEMAND FOR SPEED

20

By Elisha Lee, Vice-President of the Pennsylvania Railroad

Short Articles

Page

THE PRESIDENT'S PAGE

4

A NEW ERA FOR CONNECTICUT SHIPPERS

31

FIRST PACIFIC FREIGHTER HOISTS U. S. NAVY FLAG

34

Departments

INDUSTRIAL BRIEFS

14

FOREIGN TRADE TIPS

24

TRANSPORTATION

28

TAXATION DEPARTMENT

30

FEDERAL AND STATE LEGISLATION

32

SALES AND EXCHANGE

36

In the Next Issue

A MATTER OF MILLIONS WITH BUSINESS—CAN ANY OF THE LOSS BE SALVAGED?

A NEW HIGHWAY TO WORLD MARKETS—THE PANAMA CANAL

CHAIRMEN OF COMMITTEES

Finance and Taxation, Guy P. Miller

Industrial Relations, James W. Hook

Agriculture, Wilson H. Lee

Traffic, W. H. Pease

Power and Waterways, F. S. Chase

Research, John H. Goss

Education, C. T. Treadway

Legislative, E. Kent Hubbard

Highway Safety and Scenic

Restoration, F. S. Chase

Foreign Trade, F. C. Nichols

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A NEW RAILROAD

IN the past, New England has been the field of endeavor and the experimental laboratory for those who conceived that they had sound ideas in regard to the development and operation of transportation agencies. We need not go very far back into history to determine the results which attend manipulations in the management of what we, as shippers, might term our transportation agency. Financial and legislative bickerings resulted in the almost complete and permanent annihilation of what promises to be a great railroad system, but fortunately there came into the picture men who had the interest of New England at heart and whose primary purpose was to serve. Such a man was the past President of the New Haven Railroad, and in that class may be placed others of the present management, including the newly elected President.

Those who have studied the problem of transportation as it affects Connecticut, know that consolidation of the right type is essential. The Connecticut Company has been returned to the New Haven Railroad and the welcome announcement that the Hartford-New York Transportation Company and the New England Steamship Company, both subsidiaries of the New Haven, were to be consolidated is another step in the direction which will mean real service to Connecticut shippers and receivers of freight.

We ought at this time, because of the tremendous strides that have been made towards perfection, particularly during the past year, extend to the management of the New Haven Railroad our thanks and our appreciation for what they are attempting to do to render a service to Connecticut shippers which will enable them to compete with shippers in other states more advantageously located. And so, with this spirit, we welcome Mr. J. J. Pelley to us and we pledge our continued support to the newly elected Chairman of the Board, Mr. E. G. Buckland.

We urge their continued interest in our problems of rates and service.



Forestry and Industry in Connecticut

By P. L. BUTTRICK, *Secretary-Forester,
Connecticut Forest and Park Association*

SOUTHERN New England is a region having a remarkable juxtaposition of large industrial centers and unoccupied lands properly classifiable only as suited for forest growth.

Connecticut, which is typical of the whole of Southern New England in this respect, is the fourth most densely populated state in the Union. Over 80% of its population is urban, yet about half its land surface is classified by census returns and by actual surveys as forest or waste land. The percentage in different counties varies from 30% in Fairfield County to 56% in Tolland County. In certain towns it is over 80%. The total area of land classifiable as suitable only for forests is over 1,500,000 acres.

Despite increase in population, wealth and industry the percentage of land useful only for growth of trees tends to increase as the rougher hill lands are abandoned and agriculture is concentrated more and more in the valleys. It is probable that this increase of forest land will continue for some time till a complete readjustment of agriculture to lands suited to its needs is reached.

The abandonment by the farmer of lands unsuited for his purpose is not a thing to be deplored, but rather to be encouraged; poor lands means poor farmers. The thing to be deplored is that once the land passes out of cultivation it is not at once put to its proper and only profitable use — namely, growing forests. As matters stand it is usually suffered to come up to

almost worthless brush, which requires upwards of a century to produce really profitable tree crops.

There are, of course, also large areas of very rough and rocky land in Connecticut which were never under cultivation, having always been to some degree wooded. These have been cut clean or culled out many times, burned over and otherwise abused.

The net result is that while Connecticut is long on forest area it is short on production of useful timber. Except in a few instances where wood or brush land has a value for summer property it is of very little use to its owner or any one else. Its tax value is low, and at that often in excess of its present producing value. Its

sale value is often based solely on the hope that some one will want to buy it and not know how little it is really worth.

The placing of this 1,500,000 acres of forest land on a producing basis is a major economic issue which the state cannot afford to neglect.

The direct return to the state from taxes if the land were productive, would increase several fold, to say nothing of the increased benefits to the land owners, industries and the public generally.

Industrialists in Connecticut are interested in making our woodlands productive from various points of view; among them those of preventing an undue proportion of the mounting tax burden being placed upon their own shoulders, and of insuring a supply of raw materials



P. L. BUTTRICK



An Abandoned Wood Working Plant

for their own industries.

Although the sawmill industry of the state is of small magnitude, the consumption of wood

will cease to be a vital raw material. Although for many uses wood has given place to other materials, new uses are constantly arising. One for example, is that of raw material for textile fabrics such as rayon.

Connecticut in 1924 (the last year for which statistics are available) used 392,340,000 feet of lumber, nearly ten times what she produced. The transportation costs for lumber imported into Connecticut from other portions of the United States and foreign countries amounted in that year to \$4,092,861.

While the development of our own forests would not obviate the necessity of some lumber importations, because there are kinds of material they are not suited to produce, they would supply most of the needs and give us an export-



A Vast Stretch of Connecticut Forest

in a great variety of forms is characteristic of most Connecticut industries. Many of them in which wood forms but little part of the final product make large use of it in manufacturing process or are dependent upon it for shipping containers. The brass and textile industries alone use approximately 40,000,000 feet of lumber a year. Industries such as those of transportation and communication use large quantities of wood. The railroads cannot operate without wooden ties. The telephone and telegraph companies would have to raise their rates materially if wooden poles were unobtainable. The majority of our industrial population live in wooden buildings or those in which wood is a major construction item. The increased cost of wood materials in all these lines is for the most part, borne by the manufacturers.

There is little reason to suppose that wood

able surplus in exchange for the types we cannot produce.

Formerly many Connecticut industries depended entirely on native lumber supplies, par-



Forestry in the Background—Destructive Lumbering in the Foreground

ticularly in the smaller communities. There is hardly a stream but shows along its course the remains of a wood using industry plant which ceased operations when the local forests were exhausted. These plants produced, in addition to lumber, barrels, boxes, furniture, tool handles and wooden ware. They were the industrial backbone of their communities. When they passed their labor supply emigrated, leaving them entirely dependent upon a waning agriculture. Their revival would restore the same communities to prosperity.

From the point of view of the employer of labor in large communities, the proper development of forest resources, particularly those in public ownership, is important as a means of providing satisfactory popular outdoor recreation places. This fact has prompted some industrial committees of the state to support strongly the move to develop public forests and parks.

The restoration of our forests is relatively simple, although it cannot be brought about over night. It consists first in checking the ravages of forest fires. This will require an improved public sentiment and a stronger and better financially supported state forest fire service. Second, a better system of forest taxation must be

developed; one which will not penalize the forest owner by taxing this crop before it is ripe and causing him to cut it simply to reduce taxes, as often occurs at present. Third, an adequate system of state-owned forests should be set up, which will take over the poorer and more remote forest lands and gradually restore them to prosperity—a process too time-consuming and financially unremunerative to interest private owners. There are estimated to be upwards of 250,000 acres of forest land in Connecticut which cannot be made profitable under private ownership, which should come into state-owned forests. At present only about 50,000 acres are so owned.

The actual work of forest regeneration consists not so much in planting trees as is commonly supposed, although planting is sometimes necessary. It consists largely in protection from fire and depredation, removal of poorer trees, and leaving the others to grow till they become large enough to cut at a real profit.

The state through its efficient and well organized forestry department is making commendable progress, but greater support from industrial groups is essential if the real needs of the situation are to be met.



A State Fire Tower in the Mohawk State Forest

He Took No Chances, But—

He brushed his teeth twice a day—with a nationally advertised toothpaste.

The doctor examined him twice a year.

He wore his rubbers when it rained.

He slept with the windows open.

He stuck to a diet with plenty of fresh vegetables.

He relinquished his tonsils and traded in several worn-out glands.

He golfed—but never more than 18 holes at a time.

He got at least eight hours sleep every night.

He never smoked, drank or lost his temper.

He did his daily dozen daily.

He was all set to live to be a hundred.

The funeral will be held next Wednesday. He is survived by eighteen specialists, four health institutes, six gymnasiums, and numerous manufacturers of health foods and antiseptics.

He had forgotten about trains at grade crossings.

The Romance of Clark Bros. Bolt Co.

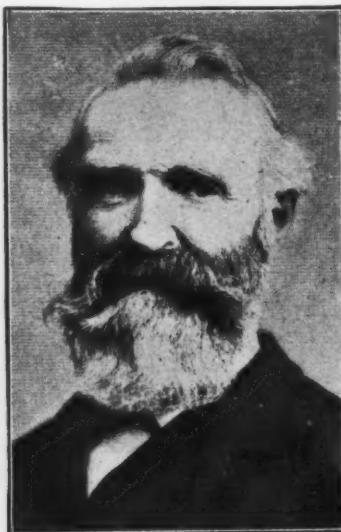
The Clark Bros. Bolt Co. of Milldale, Conn., well known in Connecticut, and elsewhere, as manufacturers of bolts, nuts, rivets, screws and kindred products, is this year celebrating the seventy-fifth anniversary of the founding of the Company.

THE State of Connecticut has the honor and distinction of claiming the hamlet of Marion, located in the extreme southwest cor-

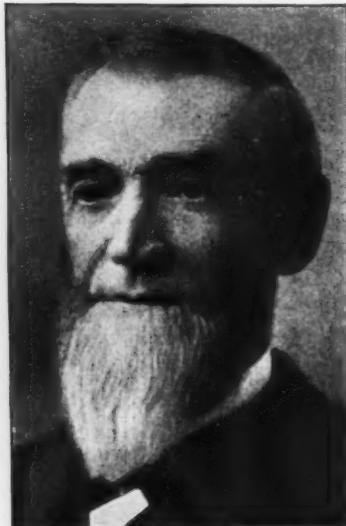
twenty produced in a week sixty years ago. It was back in 1854 when the three Clark brothers, William J., Henry H., and Charles



CHARLES H. CLARK



WILLIAM J. CLARK
the founder and senior partner of
Clark Bros. Bolt Co.



HENRY H. CLARK

ner of Hartford County, as the home of the first bolt shop in America, built 92 years ago. Sixty or sixty-five years ago, Connecticut had then to its credit twenty bolt and nut plants located in Marion, Milldale, Plantsville, Southington, Unionville, Winsted, Mt. Carmel, New Haven, Shelton and Pemberwick. Today, stand two out of the twenty Connecticut bolt enterprises that have weathered the industrial storms and changes of sixty years. One is located in Milldale and one in Unionville. Either one turns out more bolts in one day today than the whole

H., formed the partnership which has, during the ensuing years, developed into the large corporation that it is today. The history of the company during those years is replete with interesting episodes incident to the early struggles and vicissitudes, and sometimes almost insurmountable difficulties which had to be overcome in order to pave the way and lay a solid foundation on which the present day industry stands.

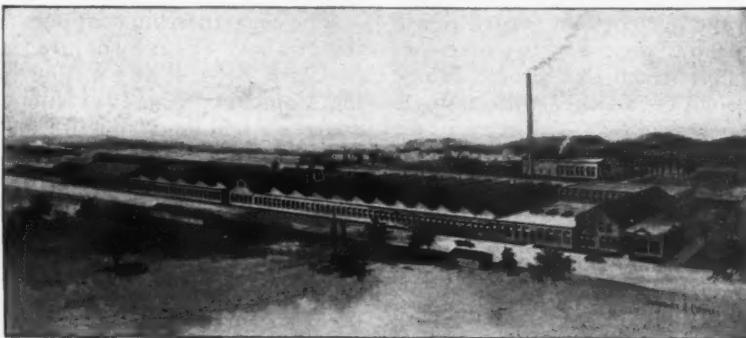
In fact, in the history of the Clark Bros. Bolt Co. can be read the history of the bolt and nut industry in America, as their company was

one of the earliest to engage in that industry and is one of the oldest in the field today.

Early History of the Bolt and Nut Industry

The bolt and nut industry was first established in America by Messrs. Rugg and Barnes in a small building designed for that purpose and built at Marion, Conn., in 1837. Prior to that time no bolts or nuts had been placed

acted as just another stepping stone to the development and firmer establishment of the business. Hardly had the embers cooled before a new building was under construction and in less than sixty days the new plant was in operation. This was a two-story building, larger than the first, and equipped to do a greater volume of business. Accordingly washers and kettle ears were added to the output.



Clark Bros. Co., Milldale, Conn., as it appears today

on the market or offered to the trade, hence it can be appreciated what hard work and perseverance was necessary to place the new commodities on the market. During the ensuing years and until 1847 this firm manufactured a variety of bolts which were marketed under great difficulty and finally in the latter years this firm failed, due mainly, as stated by Mr. Barnes, to the financial panic and hard times of 1847.

During those early years Mr. Martin Barnes, who later became connected with Clark Bros. Bolt Co., invented a number of machines and processes which were instrumental in the development and establishing of the new industry.

In 1851 William J. Clark invested his entire capital of \$600 in a small factory building on the Quinnipiac River at Milldale and engaged in the manufacture of cold pressed nuts. His equipment consisted of two power presses, an undershot paddle wheel, and such tools as were absolutely needed. Though it meant the blazing of practically new trails, through his natural ability and business acumen the plant was soon on a paying basis. It was barely established before a disastrous fire broke out in 1852 and wiped out the entire plant and contents.

This was a severe blow to the new industry, but thanks to Mr. Clark's perseverance it re-



*First Bolt Shop in America.
Built in 1837 at Marion, Conn.*

Present Firm Established

In 1854 the present firm had its inauguration in the forming of a partnership between the three Clark brothers with the firm name of William J. Clark & Co. New machinery was added to the equipment, additional products were added to the line, and a determined, systematic program gotten under way for the establishment of the industry on a larger scale than ever before attempted. It is to this policy of progressiveness and determination on the part of the Clark brothers that is probably due, more than to any other single reason, many of the ideas and devices which contributed to the rapid growth and firm establishment of the bolt and nut industry.

Early Inventions

The Clark Company employed the best mechanics available and encouraged those of an ingenious turn to develop new ideas. This resulted in many valuable inventions now connected with the industry having their origin in the Clark Bros. plant. Here was developed the second machine that ever successfully headed and cut the bolt off the rod in one operation, turning out plow bolts at the then almost unbelievable rate of 8000 per day. Notable among the other devices originating

in the Clark Bros. plant were semi-hammer dies, which formed square heads by compression on two sides of the head simultaneously with the action of the plunger, thus forging the head by turning the bolt back and forth at each stroke of the machine.

They also introduced box dies for forming square heads, originally made with trimming grooves, which removed the burr during the operation. Later the trimming groove was dispensed with and the burr or finn forged down. This operation required the use of two machines to complete the bolt which was headed in one machine and finished on another with a single beat.

Undoubtedly the most important early invention originated by this company, however, was William J. Clark's patented method of forming carriage bolts with a square shoulder under head from round iron by machinery. This was known as "Clark's Concave Square" patent, an achievement that at the time completely revolutionized this branch of the trade, and one that still stands unrivaled in the history of the business.

Later History

In 1868 William J. Clark & Co. built new and larger factory buildings which more than doubled their output. The products at that time covered a broad range, including nearly every style of bolts, nuts and rivets in use and also lag, coach and skein screws. Hence workmen who graduated in the establishment became proficient in the various branches of the industry and were rated as "past masters" in the art. Many of them later became leaders in the business in the middle and western states.

William J. Clark, the founder and senior partner remained with the company and aided in the promotion of its steadily increasing prosperity until 1871 when he sold his interest to his brothers. At this time the firm name was changed to Clark Brothers & Company and others were admitted to the partnership. The firm enjoyed continued progress during the following years and developed the method of solid die cold forging of carriage bolts in one operation which later led to the open die method. The company was the first one in the United States, in fact, first in the world, to make carriage, machine and plow bolts successfully by the so-called "cold forging" process, now so universally used.

In November of 1893 another disastrous fire completely wiped out what then seemed quite a large plant, (in comparison with other plants

in those days), as well as the warehouses and office. This was most serious, but again the Clark brothers overcame all difficulties by sheer dogged determination and before two months were past a new building was completed sufficiently to set machinery in motion and get production under way. Additional buildings were built, new machinery installed and soon the plant was producing at a greater rate than before.

The copartnership continued until 1903 when the business was incorporated under the name of Clark Bros. Bolt Co., the present name of the Company. In 1911 the Company abandoned its buildings and site on the Quinnipiac River and erected an entirely new manufacturing plant alongside the railroad in Milldale, equipped with buildings and machinery of the most modern type. With the up to date additions it is one of the largest and best equipped bolt plants in the country.

Personnel

Mr. Charles H. Clark remained the active head of the Company until a few years ago despite his advanced age. Many of the employees have been with the firm from periods of 25 to 60 years. Similarly many of their customers have been using Clark products for years, a typical instance of which is one firm which has been a steady Clark customer for over 66 years.

The present officials of the Company are Edwin S. Todd, President; Oscar G. Knapp, Secretary and Treasurer; Walter D. Wallace, Assistant Secretary and Treasurer; and Broughton T. Noble, Superintendent.

The Company manufactures today nearly all kinds of bolts and nuts, including special shapes, as well as rivets and screws. These products are practically all made on the latest automatic machines with production running into hundreds and thousands per hour per machine.

One of the things I like about business is that buyers and sellers do not weep on each other's shoulders. They keep their troubles to themselves, taking losses, disappointments, and heartaches philosophically. Business men size each other up fairly. Performance counts. I have no sympathy with the attempt that has been made by the new priesthood to read a lot of nonsense into the business ritual. It does not belong there, and it is a healthy sign that there has been a revolt against it.

The Neighbor.

The Relation of the Workman's Compensation Act to the Medical Profession

By DR. ANSEL G. COOK

The Incomprehensible Perversity of the Doctor

MY friend, the attorney, told me that the unsatisfactory working of the Workmen's Compensation Act was entirely the fault of the doctors. Doctors, he said, did not agree—could not be made to agree. One doctor said that tuberculosis was caused by the dust in the factory and that the case was compensable—while another said the tuberculosis from which the patient suffered was not caused by the dust in the factory and that the case was not compensable. The testimony of the best doctors was so conflicting and contradictory that no just verdict could be reached.

The Connecticut Workmen's Compensation Act, being Chapter 284 of the General Statutes, Revision of 1918, stated in substance that when a workman was injured, during and because of his employment; (that is, when there was a causal relation between the job and the injury) he should be cared for and cured at the expense of his employer, and that such care and treatment should consist of whatever was reasonably necessary to effect a cure. If the

injury resulted in a permanent disability that could not be cured, the injured workman should be paid a certain sum of money each week to compensate him for his permanent disability.

The law also stated that any occupational disease, by which is meant a disease caused by and pertaining especially to the industry in which the workman was employed, over and above the ordinary hazards of industry, should be cared for at the expense of the employer. In case of any pre-existing disease which the workman might have which was aggravated by the nature of his job or by an injury sustained in the line of his duty, that the employer should be liable for such part of the total disability of the workman, as resulted from the aggravation of his pre-existing disease.

The law in its conception is just, and to the lay mind is, no doubt, clear and explicit; it was intended that industry should compensate the workman for any injury that industry may have caused him.

Now for the interpretation of the law. What



DR. ANSEL G. COOK

is meant by a causal relation between the job on which the workman was employed and his disability? What mental or physical conditions constitute a disability? What diseases can be considered occupational, and how will the aggravation of a pre-existing disease be estimated? These were matters that concerned them not as they believed, but could all be safely left for the doctors to determine. Our legislature showed a grievous lack of knowledge of disease and of the practice of medicine. But they did possess a beautiful, childlike faith in the skill of their doctors and the natural goodness and innate honesty of mankind.

The practice of medicine is not an exact science. The cause of many diseases is not known. Our remedies, in many cases, owing to our lack of definite knowledge are empirical. As new discoveries are made and our knowledge increases, our views change. The mental attitude of our patients has a distinct bearing on their recovery from such injuries and diseases as they may suffer.

Thus, dealing as we must with intangibles, in which the relation of cause and effect is by no means certain, we must not find it surprising that our views and our methods of managing our patients differ, and that, in matters which have not been definitely and conclusively proven, we do not all think alike. It is impossible ever to formulate any definite line of treatment to which all would agree.

The lawyers and the laity, in general, are in the habit of regarding the practice of medicine as an exact science, and have, without consulting us, formulated certain laws in regard to determining the responsibility for certain injuries and diseases and the care thereof. Then we are expected to interpret these laws. The result has been unsatisfactory, inasmuch as it was expected that all doctors would agree in their interpretations, whereas in fact, there have been many and conflicting interpretations.

The decisions of the court as to medical questions are founded on the evidence which the doctor gives, and the doctor is held responsible.

The Superior and the Supreme Courts pass on the law as applied to the facts. The facts are furnished by the commissioner. If the decision of the court is unjust, it is the fault of the commissioner who supplied the facts. The commissioner, in turn, is obliged to decide the case on the evidence of the doctor, and, if his decision is unjust from a medical standpoint, it is the fault of the doctor who supplied the evidence. The commissioner, to be sure, has the privilege of rejecting all evidence, if it seems unreasonable, and may call in one expert after another until he finds one whose opinion seems to be reasonably probable. But this does not relieve the medical profession of responsibility, since the evidence on which the case was decided was furnished by a doctor.

Let us, for a moment, consider separately some of the people who are interested in the Workmen's Compensation Act.

The workman, at first, took the law at its face value. When he had an accident he was glad to be taken care of and to return to work

as soon as possible where his employer usually favored him with a light job. But times have changed. Today, it is much more difficult to find a light job for a convalescent patient, and the patient himself is much less inclined to return to work.

There is, however, a great difference between the management of a patient who is paying his own bills, who is anxious to cut down expenses, and is forced by necessity to get back to work at the earliest possible moment, and the management of a patient who is living comfortably on compensation. The injured workman is not grateful for compensation and does not consider it in any sense a charity. It is his just due to which he is entitled by law, and it is only fair that his employer, in whose service he was injured, should pay for whatever the injury may cost.

Easy money is attractive to everybody and especially attractive to a workman who has worked hard all his life for the little he has saved and sees others living in luxury and idle-

This attitude on the part of the workman is often encouraged by the insured employer, who having insured his risk and paid his premium, brings all kinds of pressure to bear upon the insurance company to see that his employees get just as much back out of his premium as can possibly be accomplished. Consequently, he acquiesces in the participation of unfair claims and even discourages the insurance companies from contesting claims that they reasonably should.

ness of what he considers are the products of his industry. Also, it is easy to be generous with other people's money. No, there is no special reason why the injured workman should hasten his convalescence. He has never had a good, long vacation in his life, and now is his opportunity.

A lawyer's business in the U. S. A. is to win cases for his clients, and he studies the law for the purpose of finding interpretations favorable to his client on which he can base his claim, and also precedents which he can quote in justifications of his demands. Having mapped out his case, he requires a doctor to supply the evidence. A lawyer has a great contempt for medical evidence. He does not claim that he can get any doctor to testify to anything he wishes, but he does claim that, if he hunts long enough, he can find a reputable doctor who will take his view of the case and say in court what he wishes him to say.

The lawyer has a code, the first article of which is loyalty to his client's interests. He will not manufacture evidence out of whole cloth, but he will put his client's case in the best possible light; plead it with all his eloquence; dwell on the awful suffering; take a gloomy and discouraging view of the future, and demand the uttermost farthing in the way of damages. The poorer the case the lawyer has to work on, and the greater the amount he can obtain in the way of damages, the greater is his ability as a lawyer. It should be quite evident that the attitude of mind of a patient who has a lawyer and an unsettled claim for damages, is not helpful to the doctor who is trying to effect a cure and is not conducive to a rapid convalescence.

The insurance companies are merely distributors. They add up the losses and collect their sum total from the employers, in the form of premiums. They are keenly interested in knowing how the law is to be interpreted and what the losses are likely to be, in order to estimate the amount they must collect in the form of premiums. But they take no part in the making of the law, as they prefer to have the employers, who ultimately pay all the bills, make the laws to suit themselves.

Up to July 1, 1927, it was generally understood that, from an industrial standpoint, a workman regularly doing his work on a full time job was a 100% perfect man. If the workman had a pre-existing disease that did not prevent his working; industry accepted the disease, as a part of the man, when it employed him.

It was considered that lowered vitality was a predisposing cause of disease. Also, that trauma, even slight trauma where there was no open wound, by lowering the vitality of the tissues was a pre-disposing cause of disease, and that lowered vitality or trauma would aggravate a pre-existing disease.

Consequently, if a workman acquired a disease, or, if an old disease was aggravated to a material degree, it was clear proof that he must have had a lowered vitality or a trauma; otherwise, he could not have acquired the disease, or the pre-existing disease could not have been aggravated. Since industry was responsible for lowered vitality and for trauma, industry was responsible for anything that might happen to the workman during his working hours, and the case was considered compensable. Under this interpretation, claims have been paid for cancer, tuberculosis, infective arthritis, suicide, pneumonia, etc., where an apparent connection between the job and the trouble was shown.

There are many people who are inefficient and cannot compete on terms of equality with their fellows, but such a person, plus a disability that excites sympathy and receives considerations, can compete. To such persons, the Workmen's Compensation Act offers a haven of refuge from the struggle for existence, since by assuming or exaggerating a disability they can be relieved of the burden of taking care of themselves.

There are others a trifle more competent who manage to get along under favorable conditions, but, when they have once enjoyed compensation, they find it to be more agreeable than arduous toil. And then again, there is the effect of the group of complexes, known as hospitalization, on even the normal man.

All this, of course, does not apply to the average normal workman who has a real disability and wants to get back to his job. But the incompetents and the actual bums are fairly numerous, and are constantly in evidence.

There are always exceptions. In the past, many, who might have drawn compensation, under the law, did not apply for it. Practically any workman who had anything, mental or physical, to show in the way of an injury, could, if he wished, manage in one way or another to fasten it on industry and draw compensation. When he was once accepted as a compensation case, it was either cure him and get him back on his regular job or pay him.

To be continued in the May issue.



Courtesy L. & H. Aircraft and Fairchild Aerial Survey Inc.

AERIAL PHOTO OF CORBIN SCREW CORPORATION, NEW BRITAIN, CONN.

The Corbin Screw Corporation was organized in 1903 by consolidation of the screw departments of P. & F. Corbin and the Russell & Erwin Manufacturing Company, both of the corporations being owned and controlled by the American Hardware Corporation. From 1903 to 1920 the late Charles C. Glover was in charge of The Corbin Screw Corporation. George P. Spear is now at the head of the organization. The company manufactures Wood, Machine, Cap, and Set Screws, and special screws of every description; Stove and Tire Bolts; Jack, Safety, Plumbers, Sash and Ladder Chains; Nuts; Escutcheon Pins; and Corbin Speedometers. Warehouses are maintained in New York, Chicago, and Philadelphia. Sales are under the direction of Mr. E. E. Baldwin. Mr. J. S. Black is in charge of all mechanical operations.

INDUSTRIAL BRIEFS

Bridgeport Brass Names New Directors

F. Donald Coster and Herman Steinkraus were elected to the directorate of the Bridgeport Brass Company at a recent annual meeting of the stockholders. At this meeting, Charles E. Beardsley, president of the Company, stated that 1928 had been one of the most prosperous periods in the 60 odd years of the com-

pany's existence. The company realized net earnings of \$500,000 for the year or equal to \$25 per share on the outstanding capital stock after all deductions.

Officers named were Charles E. Beardsley, president; William R. Webster, vice president; George T. Wigmore, secretary and treasurer; Ralph E. Day, general manager; and E. S. McClary, assistant secretary and treasurer.

✓ American Hosiery Adds New Line

The American Hosiery Company, of New Britain, recently announced the introduction of a lisle mesh sport shirt for men, boys, women and misses in white and color assortment. The shirt opens down the front six to eight inches, with loose fitting quarter sleeves and is especially adapted to all sorts of outdoor sporting activity.

✓ New Departure To Add New Building

The New Departure Manufacturing Company will soon begin to erect a large factory building at its Meriden plant D on Pratt Street. The building will be 240 ft. by 80 ft. and 5 stories high. Estimated cost of construction exceeds three-quarters of a million dollars. A part of the new building will be used for heat-treating of the ball bearings which is now being done in the Bristol plant.

✓ Strand & Sweet Merged with Polymet

The Strand & Sweet Company, Winsted, it is claimed, has been taken over by the Polymet Corporation of New York. It is understood on good authority that the Polymet Corporation intend to triple the enamel wire output of the Strand & Sweet plant in order to furnish a sufficient supply of the product for their Easton, Pa., plant. The management of the present Strand & Sweet plant will go to the New York company, as through the merger, officials of this company have automatically ceased to exist. Judge H. H. Howd of Winsted has been made a director of the New York company.

Fire Destroys Hat Factories in Bethel

A spectacular fire recently destroyed the factory occupied by the Hutt & Wasserman Hat Company and the Clifton A. Wright Company of Bethel, throwing 200 employes out of work. According to negotiations now under way, it is understood that the factory formerly occupied by the Baird Hat Company on Seeley Street will be available to the Hutt & Wasserman Company in the very near future. The total estimated cost of the fire was set at \$200,000. To the town of Bethel the fire came as a distinct tragedy, striking a real blow at Bethel's economic stability, since the Hutt & Wasserman factory was one of the most active and prosperous plants in the town.

Standardization in Industry May Advance Culture

Industrial standardization has been the most

prominent factor in the recent economic program of the United States, and as the evidence gathered by the National Industrial Conference unmistakably points out, it is one of the most significant and far-reaching methods for increasing industrial efficiency to the benefit of industry and all interests concerned. Trustworthy facts along this line are few in number, and are mere guide posts to the enlarged possibilities of the future.

The accusation that standardized methods now used in industry tend toward stereotyped living conditions is disproved by the proper handling of these methods in keeping them up to date. Evidence of the fact that the standardization movement in the United States is avoiding this stereotyped effect is exemplified by America's larger industrial organizations which are most active in the employment of standardization methods, but are at the same time foremost in the maintenance of scientific laboratories which are constantly evolving new processes and working with outside agencies to develop new standards.

Production, it should be realized, has reached its peak, until standardized methods now entering the field of distribution simplify the marketing process to a degree equaling that attained thus far in production standards. This method of speeding up distribution through standardization or simplification, it is believed, will further raise the purchasing power of the dollar and democratize leisure to the point where it may open the way to the greatest cultural renaissance in the world's history.

✓ Connecticut Rated Aviation Center of New England

Connecticut has now become known throughout the aircraft industry as the foremost state in the East in the matter of "air mindedness" and in the production of airplanes, motors and parts. This has been largely brought about because of the national publicity given the flights of Connecticut's flying governor, John H. Trumbull, and the fact that Connecticut is the home of Senator Hiram Bingham, a pioneer aeronautical authority who held a prominent position in the field during the war.

Bridgeport, almost overnight, has received the most prominent place among Connecticut cities in all things aeronautical. It is believed that the establishment of the Bridgeport airport at Lordship is a prime factor in the recent aircraft production boom in this city.

The Sikorsky Company is building a large plant adjacent to the Bridgeport airport. The first unit of the plant, it is believed, will be ready for use in the spring. This company has for its largest customer the United States Navy, its planes now being in use by the Central American mail route recently opened by Colonel Lindbergh. Orders on the company's books for 1929 call for the construction of almost 100 planes, aggregating a total of \$5,000,000.

The Whittlesey Body Company will produce the famous Avio-Avion plane, one of the foremost British designs which has made a record known to both British and American pilots.

The Commercial Aircraft Corporation is constructing 16-passenger tri-motor planes which, it is expected, will attract nation-wide attention.

The Huntington Aircraft Corporation, it is believed, will erect a plant either near the Bridgeport airport or near Stratford, on the Housatonic River.

The Cosmic Aircraft Corporation was organized in Hartford a short time ago by Bridgeport men and expects to announce its future building plans as soon as the organization is completed.

Many other concerns, including the Bridgeport Brass Company, Warner Brothers Company, and the Bullard Machine Company, are engaged in furnishing parts for airplane motors.

The Curtiss Flying Service, through its flying school activities, graduating pilots on regular schedule is also playing a big part in developing the aircraft industry in Connecticut.

Hartford also shares honors with Bridgeport in the development of aviation through the operation of the Pratt & Whitney Aircraft Company, builders of the famous "Wasp" and "Hornet" motors now used by the Navy and many commercial companies operating express and passenger lines. The Pratt & Whitney Aircraft Company now shares first honors with the Wright Aeronautical Corporation, of Paterson, N. J., in the matter of airplane motor production, not only in the United States but throughout the world. Although starting in 1926, the first year's output was negligible. In 1927 and 1928 the company produced 1,235 engines, valued at \$10,650,000. In 1929, they expect to produce 2,000 engines, or almost twice their entire previous production. The trend towards the general commercial use of

airplanes is shown by the fact that 70% of this expected output will be used for commercial purposes.

The Waterbury manufacturers who are making or who have made some contribution to the airplane industry are as follows: American Crystal Co., American Brass Co., Berbecker & Rowland Mfg. Co., A. C. Campbell & Co., Chase Companies, Inc., Draher Machine Co., French Mfg. Co., Manufacturers Foundry Co., Mattatuck Mfg. Co., Probst Mfg. Co., Randolph Clowes Co., Rowbottom Machine Co., Scovill Mfg. Co., Thinsheet Metals Co., Waterbury Battery Co., Waterbury Clock Co., Waterbury Farrel Foundry & Machine Co., Waterbury Tool Co., and the A. H. Wells Co.

Corbin Resigns Presidency of Union Manufacturing Company

Albert F. Corbin after almost a quarter of a century of service to the Union Manufacturing Company of New Britain, resigned from the presidency of that company at their annual meeting in February. It is said that Mr. Corbin had no specific plans for the future other than to devote his time to recreation and travel. Carl S. Neumann, secretary of the company, was elected to succeed Mr. Corbin as president.

Mr. Corbin has lived a life of diversified activity, starting as a youth of 16 in the office of P. & F. Corbin Company in 1882. Later he became affiliated with the Thompson, Houston Electric Company and the consolidation of this company with the General Electric Company in 1893. He was made superintendent of the Corbin Cabinet Lock Company, a position which he held until 1903 when he became associated with the late Mr. Burdick in the Burdick Corbin Company, manufacturing coin banks for registering machines. Upon the death of Mr. Burdick and the removal of the company to Detroit, he entered the service of the Union Manufacturing Company as vice-president and general manager. His brother, the late George W. Corbin, was then president. After the death of George W. Corbin in 1908, Mr. Corbin succeeded him as president.

He was president and director of the Charter Oak Brick Company; a director of the New Britain National Bank, Beaton & Cadwell and the Boys' Club; a director and incorporator of the New Britain Hospital and Nurses Training School; member of the Y. M. C. A., Sons of the American Revolution; a board member of the State Society, S. A. R., of the Rotary Club,

New Britain Institute, the New Britain and Shattlemeadow clubs.

Julian R. Holley Dies Suddenly

Julian R. Holley, vice president of the Bristol Brass Company, died suddenly at his home on 75 Bellevue Avenue on the morning of February 15th, just after returning from the depot where he had taken his son. Mr. Holley was born in Mansfield on May 16, 1856, the youngest of twelve children of Perry and Louise Holley. He was educated in the town schools of Mansfield and later graduated from the Eastern Business School of Poughkeepsie, New York. His first position was as a bookkeeper for J. M. Todd in Forestville. Later he became a partner of Mr. Todd, where he remained until May 1, 1883, when he sold his interest in the store to become a bookkeeper in the Bristol Brass and Clock Company. Mr. Holley became secretary of the company in 1887 and treasurer in 1893, holding the two positions for many years, until he became first vice president of the company. Besides holding these important positions he was a director in half a dozen banks and other business enterprises. He was a 32nd degree Mason, holding many offices in several different lodges during his lifetime. Mr. Holley is survived by his wife, his son Julian Lawrence Holley of Boston, and a daughter, the Rev. Margaret Towns Holley, an ordained Baptist minister.

Edwin P. Root Resigns as New Haven Clock President

Mr. Edwin P. Root who has been connected with the New Haven Clock Company for 54 years resigned as president of the Company at a recent directors' meeting. Mr. Root was then elected chairman of the board. Mr. Richard Whitehead who has been the successful manager of the company for the past seven years was elected president to succeed Mr. Root.

During Mr. Root's long service with the company he has risen in successive states through practically every department of the company to reach his present high position.

With all his activities as head of the New Haven Clock Company he found time to serve as vice president of the First National Bank of New Haven, vice president of the National Savings Bank, trustee of the Morris Plan Bank; a director of Peck Brothers & Co., the Atlantic Mfg. Co., and the Connecticut Title and Mortgage Guarantee Co. Mr. Root was a member of numerous prominent clubs as well as being

vice president of the Lowell House Settlement. He also rendered marked service as a director of the Wethersfield State Prison.

Connecticut Ranks High in Manufacturing

Even though much has been said about Connecticut's losing her prestige as a manufacturing state, reports from the United States Department of Commerce show her to rank third of the 48 states in the manufacture of hardware, third in steel cutlery and second in total out-put of all manufactured goods based on the per capita production. Of 485 hardware establishments, 57 are located in Connecticut, only being surpassed by Illinois with 88 and New York with a total of 73 establishments.

Bristol Brass Again Prospers

The Bristol Brass Corporation enjoyed a business in 1928 not even excelled by the wartime period of prosperity. They earned over \$7.00 per share on the common stock of \$25.00 par value, after paying dividends on the preferred stock and making necessary write-offs for deterioration, taxes and other purposes. The total surplus of the company now stands at \$625,842, which is a gain of \$261,523.87 for the year. Production is now being pressed to capacity with enough orders on the books to keep the plant busy for the next 90 days. At a recent meeting of the directors, a new position of vice-president was created, to which Townsend G. Treadway was elected, and the position of assistant treasurer, to which Carl Gustafson was elected.

New England to Regain Hold on Textile Products

At a recent annual dinner of the Rhode Island Society in New York at the Hotel Astor, James G. Connelly, Lieutenant Governor of Rhode Island, said that the South no longer held any threat for the textile industry of New England, which he predicted would win the trade in its entirety within the next decade. The South, which has for some time threatened the whole of New England in the textile industry no longer holds a threat since the general tendency is to return to the fold because of being nearer to the New York market, the real center for marketing the finished products of textile mills. Many northern mill men have found that the initial outlay for starting a mill in the south was tremendous. After houses, churches, schools, etc., were built, the outlay exceeded the slight extra cost of northern labor.

Diligence Pays a Dividend

THE little village of Woodmont, Connecticut, was even more inconspicuous than usual on the evening of Saturday, March 23, enshrouded as it was with one of the dense fogs that pervade the Sound shore at this time of the year. Yet behind the doors of Woodmont's leading inn were gathered an assemblage from all over the state, men from every scale in the ladder of industrial achievement, who had sacrificed a Saturday evening with their families to honor a group of 155 ambitious young men.

The guests of honor were being feted by the Association because they had devoted at least one evening a week of their leisure hours in the last four months to the improvement of their vocational ability. Each had recently completed the practical courses in Traffic Management sponsored by the Association in seven Connecticut cities.

Among the hosts were the presidents and officers of several of the Association's members, including Mr. S. M. Stone, President, Colt's Patent Fire Arms Manufacturing Company; J. T. Chidsey, President, Veeder-Root, Incorporated; L. J. Hart, President, Patent Button Company; and R. O. Abbott, President, National Pipe Bending Company.

President Hubbard, as toastmaster, opened

the ceremony by calling upon a man who in less than a year has endeared himself to all Connecticut shippers, Major C. E. Smith, Vice-President of the New Haven Road. In a brief forceful address, Major Smith told the guests of their responsibilities as the future traffic executives of Connecticut and pointed out that the continued success of industrial enterprise in Connecticut lay in the development of trade with the greater South American republics. In our competition with industry in the middle west we have at least one great advantage that cannot be destroyed by man, — the fact that the Port of New York is nearer to the east coast of South America than the Port of New Orleans, principal outlet for exports from the interior.

The educational directors of the Y. M. C. A.'s of Bridgeport, Hartford, New Britain, New Haven, New London, Stamford and Waterbury, had previously selected one of their number, Mr. S. W. Tator, Dean of New Haven College, to address the graduates in their behalf. It was through the untiring efforts and cooperation that the success of the courses was made possible.

Mr. Tator spoke not only as an associate director of the New Haven Y. M. C. A., but as a man of wide experi-

(Continued on page 19)



The Manufacturers Association of Connecticut, Inc.
Hartford

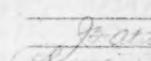
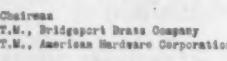
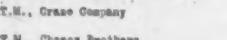
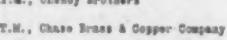
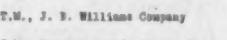
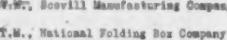
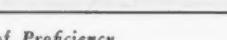
Executive Offices
Fifty Lewis Street

March 23, 1929.

TO WHOM IT MAY CONCERN:

We, the undersigned members of the Traffic Committee of the Manufacturers Association of Connecticut, Incorporated, certify that

JOHN DOE has completed the course of study prescribed by this committee in freight rates and the interpretation of freight tariffs. His work in this course and the examinations which he has successfully passed are indicative, we believe, of his ability to perform efficiently such industrial transportation functions for which he was prepared through this course.

A Certificate of Proficiency

INDUSTRIAL NEWS

J. J. Pelley Becomes President of New Haven

John J. Pelley, now in his thirtieth year of railroading, assumed the duties of president of the New York, New Haven & Hartford Railroad Company on the morning of March 1. Although disclaiming any thorough knowledge of the New Haven system at the time he took over his duties, Mr. Pelley made known his intention of becoming acquainted with his new work through a close personal contact with the employees all over the system. For the present he is residing at the Hotel Taft, until the arrival of his family from Georgia in the spring.

President Pelley, like the late E. J. Pearson and E. G. Buckland, chairman of the board of the New Haven Road, worked his way from an obscure clerkship on the Illinois Central in 1899 through many successive stages of railroading to become vice president of the Illinois Central in 1926. Later he became president of the Central of Georgia, a subsidiary of the Illinois Central, where his leadership found favor with the directors of the New Haven system.

President Pelley comes to the New Haven with the intention of keeping the road up to the present high standard, and increasing its efficiency wherever possible. In this aspiration Mr. Pelley is assured of the hearty cooperation of not only the directors and personnel of the New Haven but also of the officers, directors and members of the Manufacturers Association of Connecticut.

L. S. Horner a Candidate for Commerce Position

Leonard S. Horner, president of the Niles-Bement-Pond Company of New York, of which the Pratt & Whitney Manufacturing Company of Hartford is a subsidiary, is a candidate for director of the United States Chamber of Commerce from the New England district at the annual meeting to be held in Washington, D. C., April 29th to May 3rd.

The directors of the National Chamber are elected by the majority vote of the Councillors who represent about 1500 Chambers of Commerce or Trade Associations from all sections of the country.

Mr. Horner has been in active work for the Chamber since its foundation in 1912 and is at present serving on its Manufacturer's Advisory and Aeronautical Committees.

This Association feels that the best interests of the state will be served by placing Mr. Hor-

ner on the National Board and takes this opportunity to urge manufacturers to request their Chamber of Commerce or Trade Association to support his name.

Illegal Competition

The recent decision of the United States Supreme Court in the case of Van Camp vs. American Can Company, lays down a new principle on price discrimination. The Court, departing from previous decisions, held that discrimination in prices and other considerations between concerns in the same business by one engaged in a different line of business is contrary to Section 2 of the Clayton Anti-Trust Act.

This decision has a direct bearing on the paper box industry, as in the Van Camp decision the subject of controversy was the giving of preferred prices and terms to customers in the same line of business. The decision holds that a manufacturer may not depart from published prices and terms for the benefit of one customer to the detriment of another without violating the Clayton Act, holding that preferential treatment of one customer in a given field has a tendency to create a monopoly.

DILIGENCE PAYS A DIVIDEND

(Continued from page 18)

ence in adult education, having been engaged in vocational and extension work since his graduation from the University of Pennsylvania. Mr. Tator said that he had never witnessed a class with such a good attendance record and such a high average of proficiency.

The principal speaker of the evening was Mr. Harry G. Williams, traffic manager, Mohawk Carpet Mills, Amsterdam, N. Y., whose topic was "Education in the Traffic Field." Mr. Williams has not only enjoyed a successful career in the field of industrial traffic management, having been assistant traffic manager for the General Electric Company and the Standard Oil Company, before accepting his present position, but is highly renowned as the co-author of the traffic man's "Bible," the Freight Traffic Red Book. His chief hobby has always been the promulgation of his profession through the medium of vocational education.

The principal event on the program was the conferring of certificates of proficiency to the men and women who had successfully completed the course, by President Hubbard.

A Railroad answers

America's Demand for Speed

By EISHA LEE,

Vice-President, Pennsylvania Railroad

THREE is no doubt that America is rapidly becoming "air-minded" and that in a relatively short time a demand for passenger airplane transportation service on a regular scale will assume a sizeable volume. It is the proper function of those who produce transportation service to meet this demand and to furnish the public with the kind of transportation it desires.

In view of the impetus which commercial aviation has received since the close of the World War, the Pennsylvania Railroad management has been studying air transport for a number of years with particularly close interest and attention. For more than five years past, officers of the Pennsylvania Railroad have watched the progress and development of air transport in America with an eye to the possible use of airplanes in connection with its train operation, or in a special transportation service.

The studies carried out by the Pennsylvania Railroad have been greatly influenced by the recent rapid development of the air-mail lines in the United States, and the operation of regularly scheduled and dependable passenger-carrying air lines over the continent of Europe. The air-mail lines were of great value in that they afforded a practical demonstration of just what could be accomplished in this country. The success attending the operation of the European lines and their tremendous growth and expansion demonstrated clearly the vast and even more attractive possibilities of similar service in the United States. In order to ob-

tain first-hand information regarding the airplane systems of the continent and England, the Pennsylvania Railroad sent to Europe two of its most experienced passenger traffic officers. The information thus obtained has been extremely helpful and is being carefully considered in the development of plans for rail-air routes.

It was decided early in 1928 that the time was ripe for the inauguration of air passenger service in the United States and the following were the principal considerations which led to this decision:

1. The great distances which must be covered in going from east to west or from north to south in this country afford the airplane the maximum of opportunity to demonstrate its usefulness in the field for which it is best adapted commercially; that is, in materially shortening long, tedious journeys involving many hundreds of miles of travel.
2. The fast moving highly organized business life of America provides a vast potential market for a high speed, time-saving, regular, and dependable air service.
3. The popularity of the high speed, de luxe, extra-fare railroad passenger trains in this country indicates that the American people are willing to pay the higher rates at present required for air transportation in order to save time on their journey and secure maximum comfort.

The plan of the Pennsylvania Railroad management is to develop a joint rail-air service



EISHA LEE

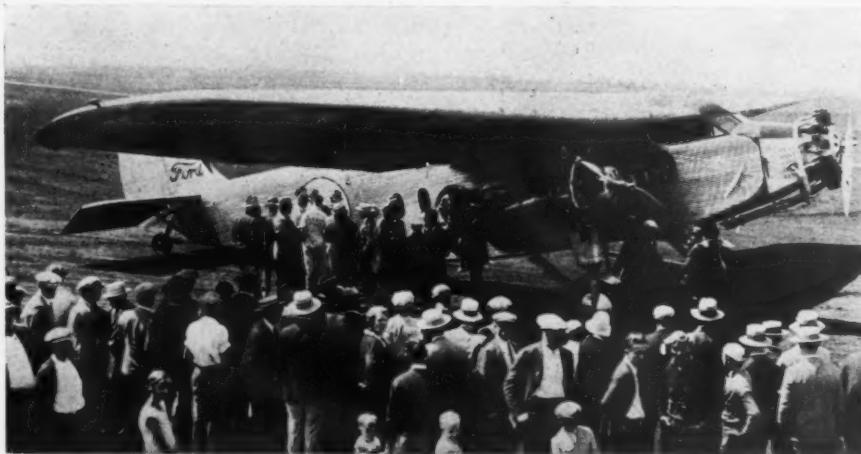
Vice-President of the Pennsylvania Railroad

which will function with regularity and dependability in all seasons and under all weather conditions. The combination of the railroad train and airplane, with all-night journeys made by train, seems at present to afford the ideal service.

The Transcontinental Air Transport Inc. was formed to carry out these ideas and to place in actual operation such a service as has been visualized. This new company, in which the Pennsylvania Railroad is financially interested, is establishing this spring a coordinated rail-air route between New York and Pacific Coast

Henderson, Vice President and General Manager of the National Air Transport, Inc., is Vice President.

In connection with the work of the Technical Committee, which is responsible for the conduct of the operations of the company, the services of Colonel Charles A. Lindbergh have been engaged as Chairman of the Committee. He has complete charge of the selection of equipment, flying personnel, routes, landing fields, schedules, etc. Other outstanding members of that Committee are Lieut. C. S. Jones, whose actual flying experience extends over eleven years, in-



THE BEGINNING OF CO-ORDINATED RAIL-AIR SERVICE

First plane to make the regular flight between the Twin Cities and Chicago, in the new air service recently inaugurated by Northwest Airways, Inc., associated with Transcontinental Air Transport, Inc., and the Pennsylvania Railroad. The plane has just arrived at Cicero Field, Chicago, and passengers are alighting

cities. The new service will operate on a regularly established schedule carrying passengers between New York and the Pacific Coast in two days—approximately half the time of the present all-rail journey.

The route selected offers the nearest approach to ideal flying conditions that the country affords. Landing fields are being selected with the utmost care. The planes will be of the most approved type and will be operated by the most highly skilled and expert pilots that can be obtained. By this means the maximum of speed, comfort and convenience to passengers will be assured.

The management of the new air-rail company is in the hands of men having long experience in air transport. Its President is Mr. C. M. Keys, also President of the Curtiss Aeroplane and Motor Company, and Col. Paul

cluding thirteen months in France during the World War, and Major Thomas G. Lanphier, who has had a wide and varied experience in army aviation work.

Colonel Lindbergh also has been retained as Consulting Aeronautical Engineer to the Pennsylvania Railroad. We felt the need of his expert advice and wide and varied experience, in carrying on the rapidly expanding air transport activities of our Company. The Colonel's intimate knowledge of every detail of the flying business may be regarded as assurance to the traveling public who use our rail-air service that the factor of safety to passengers will be the primary consideration. His brilliant achievements in advancing aviation have been based on a recognition of this essential, and his most important function, in so far as the Pennsylvania Railroad is concerned, will be to protect



COLONEL CHARLES A. LINDBERGH

Most notable figure in the flying world. Chairman, Technical Committee, Transcontinental Air Transport, Inc., and Consulting Aeronautical Engineer, Pennsylvania Railroad

the interests of our rail-air passengers.

After the most exhaustive tests of all types of planes available, extending over several months, it was decided to open the Transcontinental rail-air service with ten tri-motored, all metal, Ford planes, carrying twelve passengers each. The total cost of these planes together with accessories is approximately \$800,000, and represents the largest single purchase of the Ford tri-motored ships yet made.

The planes will have a maximum speed of 135 miles an hour, a cruising speed of 115 miles per hour, and a scheduled flying speed of approximately 100 miles an hour. Anyone of the three motors will be capable of keeping the plane in the air, though at reduced speed. Even with all the motors stopped the planes will have a very wide gliding range insuring a large choice of landing places.

The motors with which these planes will be fitted are of the Pratt & Whitney Wasp type, developing 400 horse power each, at 1900 revolutions per minute. These motors have been chosen for their reliability, dependability and particular adaption to this service.

Each plane will be manned by a pilot, mechanic and steward. Every device known to the art of airplane construction is being embodied in the equipment of these ships, including complete apparatus for radio transmission and reception. Arrangements are being made to keep the pilots fully informed of the weather conditions within a radius of fifty miles throughout the entire route. The landing fields are being especially designed and equipped to afford every comfort and convenience to the travelling public and will be located, wherever possible, along the railroad right-of-way. Tickets for the air journeys will be sold in conjunction with railroad transportation at all Pennsylvania Railroad stations and ticket offices.

In connection with the development of the transcontinental rail-air route the Pennsylvania Railroad will establish at the Columbus, O., municipal air port the first rail-air transfer station in America. The Columbus airport, now being developed by the City of Columbus at a cost of \$850,000, lies along the Pennsylvania Railroad tracks and will be the eastern terminal of one of the two flying stages of the transcontinental rail-air route.

The new station at the Columbus airport, intended for the exclusive accommodation of passengers transferring from Pennsylvania



JULIEN L. EYSMANS

Vice-President in Charge of Traffic, Pennsylvania Railroad, and a Director of Transcontinental Air Transport, Inc.

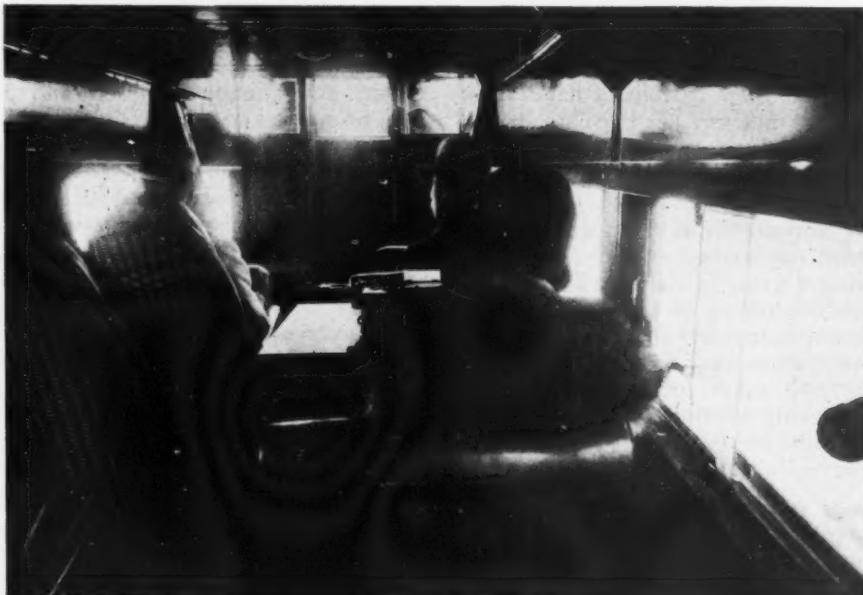
Railroad trains to airplanes, or vice versa, will be of attractive architectural design with platforms along the eastward and westward tracks and an enclosed waiting-room on each platform. The main waiting-rooms and the station agent's quarters will be in the airport administration building nearby.

It is proposed to link up the main transcontinental rail-air route with many auxiliary routes. The first of these has already been established between Chicago and the twin cities,

bound, the time is three hours and forty minutes from Minneapolis to Chicago and three hours and thirty minutes from St. Paul to Chicago.

The planes used are similar in type to those which have been ordered for the transcontinental service and are being driven by veteran air-mail pilots over a carefully marked and well lighted course developed by the United States Department of Commerce and personally inspected and approved by Colonel Lindbergh.

It is proposed as time goes on to develop



The cabin of the "Columbus." This plane is fitted as a traveling office for official use, including in its equipment, two desks, a typewriter and adjustable chairs for six persons. The ship also contains an upper and lower berth and an ice box for the storage of food enroute.

Minneapolis and St. Paul. It was opened on September 1, 1928, and is now in successful daily operation between these cities, connecting on regular schedules with transcontinental trains both east and westbound. This service is being operated by Northwest Airways Inc., which is associated with Transcontinental Air Transport Inc. and the Pennsylvania Railroad.

The new rail-air route to the Northwest saves an entire business day on through trips between eastern cities and points west of Minneapolis and St. Paul. Approximately eight hours are cut from the time now required to make a train journey between Chicago and the Twin Cities. The westbound plane flies from Chicago to St. Paul in four hours and to Minneapolis in four hours and ten minutes. East-

many other auxiliary and feeder lines, similar to the Northwest Airways, supplementing or coordinated with the main transcontinental route between New York and the Pacific Coast. There is little doubt that the Transcontinental Air Transport Inc. will eventually become the backbone of air passenger transportation in the United States.

The Pennsylvania Railroad management feels that as rail-air lines are established in regular and dependable operation, and the public comes to have implicit faith in the efficiency of the service, realizing to the fullest extent the tremendous possibilities in time-saving offered by the airplane, these lines will justify their existence on a sound commercial and economic basis.



Returns continue to come in daily on the Association's investment in group advertising. Since February 19, 33 foreign buyers have been convinced that the product they want is made in Connecticut. Most of them are manufacturer's agents and importers, which means that not only they but their customers have awakened to the fact that one need not go beyond the boundaries of Connecticut to secure practically anything there is in the way of manufactured articles.

Still more noteworthy is the fact that they do not balk at our higher prices. The world is experiencing a growing demand for quality. The steadfast resistance of Connecticut manufacturers through decades, and even centuries, to the temptation to sacrifice quality to meet competition from other localities is enjoying its reward, not only for those who have always exported but those to whom the foreign market is a new one.

Foreign Trade Committee Votes Unanimously For More Advertising

On February 20, a new wheel took its place in the committee mechanism of the Association. Other wheels have always operated in the fields of production and distribution; the new one is the first to enter the realm of sales.

The Foreign Trade Committee held its first regular meeting and among other things, passed two measures which vitally affect the future development of Connecticut's foreign trade. It pondered over the results of the Association's advertisement in the January number of *The American Exporter*, took a vote and went on record unanimously as recommending to the Board of Directors that such advertising be continued. As reasons, it cited: tremendous good will, tangible results, trivial pro rata expense.

Urge Cooperation in Survey

The Committee does not approve of hit or miss foreign trade service. Some members of the Association do not make exportable products; others have advanced beyond the help of

the Association's group action facilities. In between, lie a vast range of manufacturers in various stages of export trade development who can benefit by centralized foreign trade service. To make the Association's Foreign Trade Department more effective; to enable it to distribute trade inquiries deftly and unerringly, with no waste and no oversight, the Committee ordered a survey of the entire membership, to determine what members are exporting and where and how; what members are not and why; what members cannot and why; what members are willing to but do not; and many other facts to remove the blindfold from the Foreign Trade Department.

Being manufacturers themselves, the committee men know how manufacturers shun and dislike questionnaires. They, therefore, specified that the survey be made as painless as possible. Above all, they emphasized the need for unanimous cooperation; urged every member to contribute his five minutes or less. The survey is to be undertaken shortly.

Chairman, F. C. Nichols, Vice-President, Colt's Patent Fire Arms Manufacturing Company, presided at the meeting and President Hubbard was present. Other members of the new committee are: R. H. Miller, Export Manager, Turner & Seymour Manufacturing Company; Anthony Ribadeneyra, Export Manager, Bridgeport Screw Company; H. W. French, Export Manager, Bridgeport Hardware Manufacturing Corporation; A. Schoonmaker, Export Manager, Bourne-Fuller Company; W. Wallace, Manager, Foreign Sales Department, E. I. duPont de Nemours & Company; H. F. Beebe, Export Manager, Winchester Repeating Arms Company; E. H. Long, Export Manager, Seamless Rubber Company.

In the following list of specific requests for Connecticut-made goods received since February 19, names of the inquiring foreign firms are replaced by numbers, in order to protect members of the Association from outside competitive bids. Members manufacturing the products in question have, in many cases, already

been notified of these inquiries. Other inquiries have not yet been distributed. Until the Association's foreign trade survey is completed, members interested in developing their export trade are urged to watch this list each month for their products. Reserved information and references may be had upon request at the Association headquarters.

Inquiry No.	City and Country	Products Wanted	Remarks	Inquiry No.	City and Country	Products Wanted	Remarks
18. Salisbury, Southern Rhodesia	Clocks, time recorders, gauges, meters, cutlery leather goods, paper and wood pulp, rubber goods, signs and adv. novelties, specialties, toys, games, playground equipment, trunks suit-cases, bags	Wholesalers		25. Pereira, Colombia	Hdwe., machinery, furniture	Dealers. Founded 1905	
19. Manaos, Amazonas, Brazil	All	Commission basis		26. Cochabamba, Bolivia			
20. Sydney, Australia	Abrasives, buttons, chemicals, cutlery, hdwe., machine tools, needles, pins, snap fasteners, plated ware, rubber goods, silk, sporting goods, surgical appliances, tools, toys, etc., hooks and eyes, optical goods, perfumery, cosmetics, toilet preparations	Commission basis		27. San Salvador, Salvador	All	Wholesale and retail. Reference	
21. Rosario, Argentina	All	Factory representatives. References		28. Barcelona, Spain	Rubber goods, chocolates, toys and playground equipment, steel tools, toilet specialties, building material	Mfrs. Agent. References in Spain	
22. Caracas, Venezuela	Brushes, sporting goods, specialties, mirrors and picture frames, signs and advertising novelties, typewriters and supplies, women's wear, musical instruments, fur goods, tobacco, flour mill products, plumbers' supplies, men's wear, soap, cleaning and polishing preparations, woolens	Agency		29. Montevideo, Uruguay	Portable elec. tools, auto accessories	Commission agent. Terms 90 days	
23. Bezerros, Brazil	Phonographs	Commission agents		30. Porto Alegre, Brazil	Sporting goods, racing shells, outriggers	Mfrs'. representative	
24. Barcelona, Spain	Rubber goods, toys, rubber tires and tubes	Mfrs. Rep. Good references		31. Kyoto, Japan	Carpet, rugs, felt goods, jute goods, office supplies	Importers	
				32. Mexico D. F., Mexico	Wood screws, stove bolts	Purchase order	
				33. New York, New York	Paints	Exporters	
				34. Lisbon, Portugal	Food preparations	Commission agent. References.	
				35. Pernambuco, Brazil	Not specified	Agent. References in Brazil	
				36. Santurce, Porto Rico	Optical goods	Purchase	
				37. Sliven, Bulgaria	Heaters, Hh. appliances, paints, toilet preparations, phonographs, radios and parts, rayon, rubber goods, tires, signs, soap, specialties, typewriters, toys, etc.	Exclusive agent. Reference	
				38. Buenos Aires, Argentina	Radios, elec. goods	Agent	
				39. Pelotas, Brazil	Not specified	Commission and consignment agents. References	
				40. Guatemala City, Guatemala	Rayon, adv. novelties, hdwe., cotton goods, silk, ladies apparel	Mfrs. representative	
				41. Sydney, Australia	Auto accessories and parts, hdwe., specialties	Commission agent (10%). Reference	
				42. Buenos Aires, Argentina	Paints, varnishes, hdwe.	Mfrs'. agents. Reference	
				43. Bombay, India	Auto accessories, elec. appliances, rubber goods, belting, screw machine products, novelties, specialties	Exclusive commission agents (10%). Good references	

Inquiry No.	City and Country	Products Wanted	Remarks
44. Granada, Nicaragua		Shoe findings, confectionery, sporting goods, mirrors and frames, hdwe., phonographs, jewelry, toys, etc., typewriters, furniture, musical instruments, radio parts	Commission agent, since 1912. Reference
45. Santo Domingo, R. D.		Leather goods, awnings, tents, sails, mirrors and frames, soaps, silk and cotton goods, cutlery, furniture, rayon, cordage, stamped and enamaled ware, paving material, hdwe., paints, agricultural implements, canned food	Commission agents
46. Buenos Aires, Argentina		Copper products, rubber goods, brushes, cutlery, hdwe., toys, hh. appliances furnishings, paints, mirrors and frames, novelties	Agent, commission and own acct., terms 60 days. References.
47. Rio de Janeiro, Brazil		Wooden moldings, carpets, tapestries, rugs, door mats, hat cordon, cordon on rolls, buttons, gold and silver galloons for coffins, (ribbon braid), emery, hdwe., office supplies, dolls, novelties.	Agents, commission and own acct., terms 25% down, balance against document
48. Medellin, Colombian Republic		Elec. machinery, apparatus and supplies, specialties, rubber goods, phonographs, radio parts	Agent. References.
49. Christchurch, New Zealand		Hh. appliances, furnishings, office supplies, rubber goods, signs, adv. novelties, sporting goods, fishing tackle, toys, etc., outboard marine motors	Mfrs. representative. References.
50. Kobe, Japan		Cutlery, hdwe., medicines, toilet preparations, barbers' supplies, sporting goods	Commission agents. Reference
51. Guatemala City, Guatemala		Cotton and rayon, footwear, tools, confectionery, jewelry, toys, woolens, ladies wearing apparel, haberdashery	Mfrs. representative. Reference

Spain Prepares for Exhibition of Barcelona

More than two hundred American exhibitors in a wide variety of industrial enterprises have reserved over 12,000 square meters of floor space at the International Exhibition of Arts, Industry and Commerce to be inaugurated May 15 under the auspices of the King of Spain. American industries represented by contracts which will display their products in the great industrial zone, according to M. Ventura, official delegate to the United States, the exhibition at Barcelona will include the automotive industries, machinery, radio and radio supplies, electrical industries, office appliances, furniture and decoration, building materials, the textile industries, the jewelry, paper, leather and pottery trades, and chemical industries. Considerable space will be devoted to depicting the marvelous progress that science has been making in business in recent years.

Through its office of Foreign and Domestic Commerce, the American Department of Commerce will open informal offices on the Exhibition grounds to furnish American industrialists with information regarding representatives and distributors in their specific fields. American manufacturers will receive assistance also from the American Chamber of Commerce in Barcelona which will have an office on the grounds to provide information about market conditions in Spain, and advantageous ways and means of advertising and selling American products in Spain, which, according to reports from Santiago Trias, one of Spain's leading textile industrialists, and treasurer of the Exhibition, are increasingly popular with Spanish consumers. The industrial exhibitions will be displayed in the Palaces of Agriculture, Decorative Arts, Cinematography, Graphic Arts, Machinery, Chemical Industries and Construction. The Marquis de Foronda is president of the Exhibition.

The Exhibition which is universal in appeal and world wide in scope, represents the most important economic project since the World War. Nearly \$30,000,000 have been invested by the Government in the construction of the Exhibition palaces and pavilions on the heights of Montjuich overlooking the City of Barcelona and the Mediterranean Sea. Landscape gardeners, architects and artists have transformed the park into a magic city of brilliant hued flowers, sparkling fountains, rainbow cascades, sunny plazas and avenues lined with illuminated trees and opalescent crystal columns.

The Exhibition has been divided into three

great sections — Industrial, Athletic, and Arts, and will include all phases of contemporary Spanish art and industry as well as displays of art and science from the rich heritage of her past. An interesting feature of Spain's industrial advancement is that it has been made without sacrificing any of her historical or picturesque attractions.

Modern Barcelona, commercial and industrial capital of Spain, bright, busy city, is skylined against old mission houses, old wine shops, gay gardens and the blue sea. Plans for the Exhibition include events of international significance. The world's First International Light Fair, which will set forth the story of light from candlelight to electric light will feature the opening of the Exhibition. The International Press Congress, attended by newspaper men from all over the world, will be held in Barcelona this year. International sports contests featuring every known sport in the world will be staged in the new Exhibition stadium which has been built to accommodate 60,000 people.

Spain has a stirring past and a bright future. She abounds in interest to the traveler, the merchant and the manufacturer. During the past five years under the leadership of General Primo de Rivera, Spain has made tremendous strides industrially and commercially. Second to the United States in her gold holdings on a per capita gold basis, and with an estimated national wealth of \$31,000,000,000 she looks to men, measures and results. In 1926 the government approved an extraordinary budget calling for an expenditure in ten years of six hundred million dollars, a large part of which is to be devoted to the development of transportation, aeronautics and hydro electric power facilities. Roads are being built, railways electrified, industrial buildings constructed, irrigation projects undertaken and hydro electric power facilities being developed to the extent of three million horsepower. American equipment is being bought on a large scale for the work involved. Bonds issued to provide for the development are selling above par, General de Rivera having the cooperation of the lead-

ing bankers in Spain to insure the permanency of his program.

The Barcelona Exhibition, for which plans have been under way ten years, represents the culmination of Spain's desire to make known her industrial progress to the Old World and the New. Goods and materials are arriving daily from all parts of the world in Barcelona's picturesque harbor. — *Grace Lockhart.*

Further Reduction in Cable Rates

Our member, the Western Union Telegraph Company, announces further reductions in cable letters and week-end letters to Great Britain and Ireland. The rate is now only 3¢ a word for week-end letters, with a minimum of 25 words, and delivery on Monday morning, and only 4¢ a word for cable letters, with a minimum of 25 words, delivered on the following morning. These services at these new reduced rates supersede all previous cable letter and weekend services to Great Britain and Ireland.

It is now cheaper to cable to London, England, than to telegraph to Kansas.

CONFIDENTIAL NEWS OF THE UTMOST IMPORTANCE to members exporting to MEXICO has been received. Interested members are urged to telephone the Foreign Trade Department.

Mexico Proposes Revision of Import Duties and Abolition of Consular Fee

The Mexican Tariff Commission has completed a draft of the proposed new duties, to be put into effect simultaneously with the abolition of the present 10 per cent consular fee.

The Tariff Commission is willing to receive suggestions regarding the proposed changes in duties, during the course of this month.

It is declared to be the purpose of the revision to abolish the 10 per cent consular fee and to compensate for those charges by increasing the regular duties by equivalent amounts. Some of the new duties proposed will amount to less than the aggregate present charges, and some, more. No effective date has yet been set.

REMEMBER

The 40 Million People in Brazil Speak Portuguese

Everyone prefers to be addressed in his own language. The Foreign Trade Department will translate your foreign correspondence without charge; your catalogue and price lists at \$1.50 per 100 words.



Railroads Granted Right to Operate Express Service

The Interstate Commerce Commission announced February 15th approval of plans under which the railroads will take over the express business on March 1st.

The Railway Express Agency, Inc., organized by the railroads for the purpose of taking over the express business of the American Railway Express Company is granted authority to issue 1,000 shares of no-par capital stock and \$32,000,000 of 5 per cent gold bonds, to pay for the properties of the American Railway Express and to provide working capital for the new corporation. The 86 railroads participating in the plan are granted authority to purchase stock at \$100 a share and the bonds are to be sold at not less than 97½ per cent of par to J. P. Morgan & Co. and Kuhn, Loeb & Company.

Such joint control of the Railway Express Agency by the railroads was declared by the Commission to be in the public interest.

The 86 participating railroads comprise substantially all members of the Association of Railroad Executives, according to the Commission's report and are represented as doing nearly 98 per cent of the gross express business under present contracts with the American Railway Express. The purchase price for all of the latter's properties is \$30,313,000.

Loss and Damage Claims

The United States District Court for the District of Minnesota has decided in the case of Crail vs. Illinois Central Railroad, that a claimant is entitled to recover the replacement value of merchandise lost or damaged as follows:

"The True Measure of damages for the breach of a contract to transport and deliver * * * property at a certain place and time is the fair average market value at the time and place of delivery of *such a quantity* of like property as the contractor failed to deliver as agreed."

We suggest that you file your freight claims for loss or damage on this basis. The railroad

company will likely appeal the decision to the United States Supreme Court. We will advise you of any change in the situation.

Springfield Meeting of New England Traffic League March 12

There were in attendance forty-five Connecticut members of the League.

A group of Connecticut traffic representatives made a proposal to amend the by-laws as follows:

Article 5. Duties of Officers —

President: It shall be the duty of the President to preside at all meetings of the League, and with the advice and consent of the Board of Directors, appoint all standing or Special Committees. He shall, unless otherwise provided for, receive all matters presented for consideration by the League, and make assignment of each to the proper committee, or to a special committee in case the subject is not one that would naturally fall within the scope of some standing committee.

Executive Committee: The Executive Committee shall consist of ten members to be selected by the Board of Directors in accordance with the membership in the respective states as follows: Massachusetts — 3; Connecticut — 2; Rhode Island — 1; Maine — 1; Vermont — 1; New Hampshire — 1; New York — 1. The Chairman of the Board of Directors shall be Chairman of the Executive Committee, which shall be the working committee of the League, and shall have power to act in all cases requiring prompt action when it is obviously impossible to call a meeting of the Board of Directors, or when the interests of New England are likely to suffer through delayed action, and its members shall be selected from the Board of Directors. The President, Vice-President, Treasurer, and Chairmen of the League's Standing Committees shall be members, ex-officio, of the Executive Committee, but the presence of none of the ex-officio members shall be necessary to a quorum of said committee and there shall be a quorum whenever six members of the Executive Committee are present.

When this proposal was voted on a majority vote was received but inasmuch as it was necessary to have a two-thirds vote of the membership, the motion was not carried.

Freight Container Service

Attention is directed to the report on this subject in the February 9 and February 16th issues of the *Traffic World*, and also Traffic League Circulars No. 1101 and No. 1107. The Interstate Commerce Commission is making an investigation of this service.

Southeastern Class Rate Case, I. C. C. Docket 13,494

The New England Traffic League and the Boston Chamber of Commerce are filing formal complaint with the Interstate Commerce Commission attacking the present rates via rail-water-rail routes from New England to the Southeast.

It is the intention of the traffic committee to intervene in this case if they see fit and possibly file formal complaint with the Commission, basing their complaint on rates over the New York port rates.

Southeastern Class Rate Case, I. C. C. Docket 15,879

We have received the following notice from Commissioner Eastman dated as of February 6, which reads:

"Advices from respondents in this proceeding indicate that the revenue test, referred to in the Commission's notice of August 8, 1928, will be completed on or about March 20, 1929. In view of this fact the proceeding is assigned for further hearing at Washington, D. C., April 10, 1929, ten o'clock a. m., standard time, for the purpose of incorporating the revenue test in the record. A date for the filing of exceptions about 30 days after the conclusion of that hearing will be fixed and the proceeding will probably be assigned for oral argument before the Commission in May or June."

New Haven Road Knows Locations of Freight Cars

Although practically every one of the approximately 30,000 freight cars of the New Haven railroad is from time to time sent laden with New England products into every other section of the country, the exact location of every one of its cars at any time is known to the railroad. The New Haven not only keeps track of its own freight cars throughout the land, but it must carefully check the position on its own lines of every freight car belonging to other railroads.

The location of freight cars is daily checked by men stationed wherever freight cars may be held. This information is immediately sent to a railroad official known as the Superintendent of Car Service where it is separated and tabulated. Facts about the location of cars not owned by the New Haven are sent to the corresponding official of the road owning the cars, and, in turn, all other roads in the nation keep the New Haven informed as to the location of any of its freight cars which may happen to be on their lines. In this manner, the location of every freight car in the country is checked daily. One reason for the careful daily checking of freight car location is that the railroad owning the car receives one dollar a day from the railroad on whose tracks it is being hauled, a system which at all times makes it to the interest of each road to move the cars of every other road over its tracks and through its system as quickly as possible.

After a freight car owned by one road reaches its destination on another railroad, it is sent back to the road which owns it with a return load whenever possible. In the event that this is not possible, the car is sent back empty. The reciprocal movement of freight is such, however, that it is often possible to send a return load to some point on the road to which the empty freight car belongs. But whether empty or full, the exact whereabouts of each car must be continually checked and relayed to the owner road.



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Contributed by Hadfield, Rothwell, Soule and Coates

H.R. NICK

Publicity for Income Tax Refunds in Excess of \$20,000.00

Publicity for refunds, credits or abatements of income, war profits, excess profits, estate or gift taxes, in excess of \$20,000.00, was provided in an executive order issued by President Hoover on March 14th.

The order, issued upon the recommendation of Secretary Mellon, and pursuant to provisions of the 1928 and 1926 tax revision laws, provides that the full record of such refunds and credits shall be open to inspection in the office of the commissioner of internal revenue in Washington, or such other offices as the commissioner shall designate.

The text of the order follows:

"Publication of internal revenue tax refund decisions.

"Pursuant to the provisions of section 55 of the revenue act of 1928 and section 257 of the revenue act of 1926 it is hereby ordered that decisions of the commissioner of internal revenue allowing a refund, credit or abatement of income, war profits, excess profits, estate, or gift taxes, in excess of \$20,000.00, shall be open to inspection in accordance, and upon compliance with the regulations, prescribed by the secretary of the treasury and approved by me, bearing even date herewith.

"Such decision shall give the amount of the overassessment," the regulations said, "and shall be accompanied by a brief summary of the relevant facts and a citation of the authorities applicable thereto, or, in a case in which a decision of a court or of the board of tax appeals has become final, by a citation of the court or board decision.

Scope of Regulations

"Under no circumstances shall the provisions of this paragraph be construed as making any return, or any part thereof, open to inspection, or as authorizing the source of any income, gains or profits, or the specific transactions resulting in losses or expenditures, to be made

public; nor shall any of the information contained in any return or relating thereto be made public except in accordance with, and to the extent necessary in carrying out these regulations."

The issuing of the executive order and the accompanying treasury regulations follow a long fight in congress for publicity in such cases.

It is believed that this order is for the purpose of quieting Senate criticism more than that the Treasury has anything to hide in connection with refunds. It is expected that in future the preparation of refund reports by the Bureau in connection with cases over \$20,000.00 will be burdensome, adding extra work to the present routine.

Profit on Sale of Stock and Rights

Article 58, Regulations 74, on the income tax under the Revenue Act of 1928 again changed the basis of determining profit and loss on the sale of rights to subscribe to additional corporate stock and the stock in respect to which the rights are issued. This change makes it optional with the taxpayer whether he includes the entire proceeds from the sale of stock rights in gross income, or allocates a portion of the cost of the stock on which the rights are issued to the rights. In case the taxpayer includes the entire proceeds from the sale of stock rights in gross income, the basis for determining the gain or loss from a subsequent sale of the stock in respect of which the rights were issued shall be the same as though the rights were not issued. In cases where the proceeds are not changed, this is a welcome relief from the complicated method of determining what portion of stock cost should be allocated to rights to subscribe to additional stock. The other method is illustrated in the following example:

A taxpayer in 1927 purchased 500 shares of stock at \$125.00 a share, and in 1928, by reason of the ownership of such stock, received 500 rights entitling him to subscribe to 100 additional shares at \$100.00 a (Continued on page 33)

A New Era for Connecticut Shippers

THE results which have been sought by shippers along the Connecticut River, in connection with improvement of service and the readjustment of rates by the Hartford-New York Transportation Company, have been attained. Never has any transportation agency so completely acceded to the wishes of the shippers as has been done in this case. At the hearing which was held in the Old State House in Hartford in March, 1928, and at a similar hearing at the same place in February of this year, those in attendance recommended, (1) the improvement of equipment; that is, the modernization of the steamers "Hartford" and "Middletown"; (2) a reduction in rates so as to make this agency a popular medium of transportation as compared with the motor truck; (3) the transfer of headquarters from Pier 19 to Pier 40, North River, New York; (4) proper solicitation of business; (5) economies and improvement in management to be brought about preferably by the consolidation of the New England Steamship Company and the Hartford-New York Transportation Company.

Each of these provisions was accepted by the New Haven Railroad, the Hartford Boat Line, and the New England Steamship Company, through Mr. B. Campbell, vice president of the New Haven Road, and Mr. John H. Gardner, president of the New England Steamship Company.

At present both the "Middletown" and the "Hartford" are in drydock at Newport. They are undergoing a modernizing and fireproofing process which will bring these boats up to the standard of the most recent and modern ship construction. About the middle of March, the "New Bedford," one of the best boats of the New England Steamship Company and two or three others will be placed in the Hartford-New York Service as freight carriers until the regular line boats are made ready for operation, which it is believed will be around April 15.

The following rates will be established which will unquestionably attract a large volume of tonnage: first class, 54¢; second class, 45¢; third class, 36¢; Rule 25, 36¢; Rule 26, 30¢; fourth class, 30¢; and fifth class, 23¢. In addition a definite provision in the tariff establishes absorption of certain cartage charges which will further reduce the rates. Since there is no better service to New York City, either for New York City delivery, inland, coastwise or export, than the Hartford Boat Line, ship-

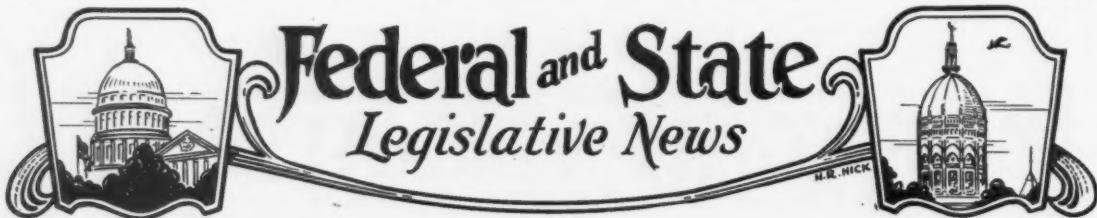
pers in the Connecticut River territory will certainly take advantage of the opportunity offered.

Pier 19, the present dock of the Hartford Boat Line is inaccessible for much of the business that moves by the boat line. The establishment of docking facilities on Pier 40 which is located in the heart of activity in the North River, is being contemplated. This move will eliminate the transfer of freight and make available the splendid organization of the New England Steamship Company. Pier 40 is a large, well equipped pier and as a result, deliveries and receipts will be considerably speeded up.

The Hartford Boat Line has not in the past maintained an adequate solicitation service. Shippers can be assured that a staff thoroughly conversant with the service and rates will be placed in the field.

The announcement from Vice President Buckland's office of the proposed consolidation of the Hartford-New York Transportation Company and the New England Steamship Company will probably be the greatest factor in the success of the Hartford Boat Line in the future. The New England Steamship Company has a splendid organization, headed by Mr. John H. Gardner, a naval architect, who has few equals in steamship operation. He knows every angle of the business, and above all recognizes the shipping public as a factor in the success of any transportation agency. His assistant, Mr. F. J. Wall, is also a man of broad experience. Vice President Nobel and General Freight and Passenger Agent Hills who were formerly in charge of the operation had a hard row to hoe, and should not be criticized. They knew very well what the public wanted. They were men of long experience in the operation of this line and of other lines, but due to a lack of capital were unable to effect real improvements without the aid of a consolidation. The consolidation of these two boat lines marks a new era in Connecticut's transportation history, and, with the proper co-operation of the public, the \$103,000 deficit which the boat line suffered last year should be turned into a profit in a comparatively short time.

The officers of the transportation agencies involved have met the desires of shippers completely. It is now up to the shippers to co-operate to the fullest extent by shipping via the Hartford Boat Line. *(Continued on page 33)*



Federal and State Legislative News

Very little is coming out of Washington at the present time except rumors. Members who indicated an interest in the progress of the tariff have been advised through a special bulletin of some of the rumors concerning this matter. Others who have not indicated their interest are urged to do so so that they may be supplied with the latest possible information. A special session of Congress will convene on April 15 and according to present plans only three matters will be taken up for consideration, namely, farm relief, tariff, and Congressman Fenn's bill on Congressional reapportionment.

Senator Walcott who is now Junior Senator is installed in the Senate House office building with Wm. Sault, Senator McLean's former secretary, as advisor. There are few matters concerning Washington procedure with which Billie Sault is not familiar.

The Association maintained a headquarters at Washington during the tariff hearings before the Ways and Means Committee. These headquarters will be reopened as soon as the special session of Congress convenes. Interested members should communicate with the Hartford headquarters.

The State Legislature has maintained its speed in the disposition of bills. At the present writing over one-third of the bills have been reported out of committee and have been acted upon and the majority of committees including the important Judiciary Committee have practically completed their hearings. From now until the day of adjournment, we may expect a great deal of activity on the floor of the House and Senate with much bickering here and there on the part of individuals or organizations who have endorsed or who are opposed to certain pieces of legislation.

The hours of labor bills have been reported unfavorably.

Senator Barnes, President of the Wallace Barnes Company who represents the 5th dis-

trict is doing a splendid piece of work. He is a member of the Finance Committee and there is not a bill which has been before that committee concerning which the Senator is not fully informed. This is his first session, but he has shown an aptitude for law-making which has amazed those who know the legislature.

Senator Christ who is chairman of the Appropriation Committee and who represents the sixth district, is not new as a legislator. He has served time in the House and is relied upon to solve many of the annoying problems which are now before the Appropriation Committee. That his leadership of that committee is unquestioned is indicated by the confidence shown in him by everyone.

Senator Wallie Pierson of the 33d district is showing his usual good judgment in regard to all bills presented. Senator Pierson has served three sessions in the Senate and there is general regret on the part of a considerable portion of the public that his experience was not taken full advantage of at the time the committee appointments were made.

The Association Compensation Bill which seeks to adjust the hernia clause and the compensation bills introduced by the Connecticut Federation of Labor will be held on April 3. Members who desire to keep informed in regard to the progress of these and all other bills should follow closely the weekly bulletins (always printed in green ink) issued by the Association.

The so-called clean mattress bills are with us again. They are heard on March 22 and 26. There seems to be no need for this type of legislation since there is already on the statute books a bill providing for the inspection of mattresses.

Another annoying type of legislation which has been introduced is that which provides for mufflers on motor boats. It is conceded by the manufacturers of these motors that proper

muffling methods should be applied but up to the present time the engineering phase of this problem has not been solved. The Association is contending that manufacturers should be given the opportunity to perfect their engines before legislation is passed.

So many bills directly affecting manufacturers have been introduced during the present session of Connecticut General Assembly that it is impossible to review them all in *Connecticut Industry*. The bulletins which supplement the magazine, however, provide complete information.

A NEW ERA FOR CONNECTICUT SHIPPERS

(Continued from page 31)

The Manufacturers Association of Connecticut, the Hartford Chamber of Commerce, the Manufacturers Association of Middlesex County, the Middletown Chamber of Commerce, the East Hampton Business Men's Association, the Essex Board of Trade, the Manufacturers Association of Hartford County and all of the organizations in the Connecticut River territory who have participated in these discussions urge the shippers to cooperate whole-heartedly.

Sunset Gulf Route on Competitive Basis with Intercoastal Lines

We have received copy of Fourth Section application from the Southern Pacific Lines which they have filed with the Interstate Commerce Commission. This application indicates rates via the Morgan Line and Southern Pacific, if allowed to become effective, will figure approximately 10% less than rates via Intercoastal Lines.

TAXATION DEPARTMENT

(Continued from page 30)

share. Upon the issuance of the rights each of the shares of stock in respect of which the rights were issued had a fair market value of \$120.00, and the rights had a fair market value of \$3.00 each. Instead of subscribing to the additional shares, A sold the rights at \$4.00 each. The profit is computed as follows:

500 (shares) x \$125 = \$62,500, cost of old stock (stock in respect of which the rights were issued).
 500 (shares) x \$120 = \$60,000, market value of old stock.
 500 (rights) x \$3 = \$1,500, market value of rights.

$$\frac{60,000 \text{ of } \$62,500}{61,500} = \$60,975.61$$
, cost of old stock apportioned to such stock after issuance of rights.

$$\frac{1,500 \text{ to } \$62,500}{61,500} = \$1,524.39$$
, cost of old stock apportioned to rights.

$$\$2,000 \text{ (proceeds of sale of rights) less } \$1,524.39 \text{ (cost of old stock apportioned to rights)} = \$475.61, \text{ profit.}$$

For the purpose of determining the gain or loss from the subsequent sale of the stock in respect of which the rights were issued, the adjusted cost of each share is \$121.95 — that is, $\$60,975.61 \div 500$.

Books and Booklets

A booklet entitled "Trade Practice Submittals," by Francis T. Reeves, of Waterbury, Connecticut, is an interestingly written series of short articles of various complaints brought to the attention of the Federal Trade Commission and their subsequent disposition. All manufacturers or tradesmen who now have, or are contemplating, trade agreements, will find this booklet of unusual value.

2

"Directing the Plant Safety Work" is the third of a series of booklets describing briefly the principles covering successful industrial safety work and methods of applying them. The purpose of the booklet is to present the need of constant and competent direction of preventive safety measures, both in large and small organizations, together with qualifications, duties and functions of the safety director. Copies of this series may be secured by writing the Policyholders' Service Bureau, Metropolitan Life Insurance Company, 1 Madison Avenue, New York City.

2

"Trade Associations: The Legal Aspects," by Benjamin Kirsch, published by the Central Book Company, of New York, assumes importance as a guide for business men. The author follows the enlightening policy of the latest Supreme Court decisions, and considers the legality of the enumerated trade association activities in the relation to their actual business and economic state. By virtue of funding common experience and sharing expenditures, pro rata facilities possessed by large scale consolidations can be obtained through the medium of trade associations by the manufacturer or merchant of small means.

First Pacific

Freighter Hoists U. S. Navy Flag

American Merchant Marine Information Service

WITH a delegation of high officials from the 12th Naval District, headed by Commodore George W. Bauer, Captain Manley H. Simons, Commander F. L. Reichmuth and Lt. Commander W. C. Tooze, in charge of ceremonies, the Navy Department on January 18,

in government service transporting troops and munitions to France during the World War.

A ship receives this honor from the U. S. Navy when 50% or more of its officers are members of the U. S. Naval Reserve. Officers of the "Panaman" are: Captain, J. A. Gaid-



View of Ceremonies aboard the American-Hawaiian Freighter S. S. Panaman when issued the Warrant to hoist Naval Reserve Flag

1929, issued the first warrant to a Pacific Coast freighter to fly the U. S. Naval Reserve flag.

The freighter was the *S. S. Panaman* of the American-Hawaiian Steamship Company fleet, plying in the intercoastal trade. The ceremonies took place aboard the "Panaman" at the American-Hawaiian docks in San Francisco, and the hoisting of the Naval flag was witnessed by a large party which included, besides the Navy officers, President Roger D. Lapham, Operating Manager T. G. Plant, Treasurer W. J. Mahoney, District Manager J. R. Fitzgerald and other officials of the American-Hawaiian Steamship Co., whose entire fleet was

sick; Chief Officer, E. Hassell; 2nd Officer, D. W. Hassell; 3rd Officer, J. Miguel; Junior Officer, J. D. Lennon; Chief Engineer, F. L. Noland; 1st Asst. Engineer B. M. Settem; 2nd Asst. Engineer, M. Landahl; and 3rd Asst. Engineer, A. Fraser.

The "Panaman" was a transport during the World War, in command of Lt. Commander Kane, veteran master in the American-Hawaiian fleet and now Port Superintendent of the Company at San Francisco.

Other vessels in the fleet which have since received this honor from the Navy recently, are the "Ohioan" and the "Minnesotan."

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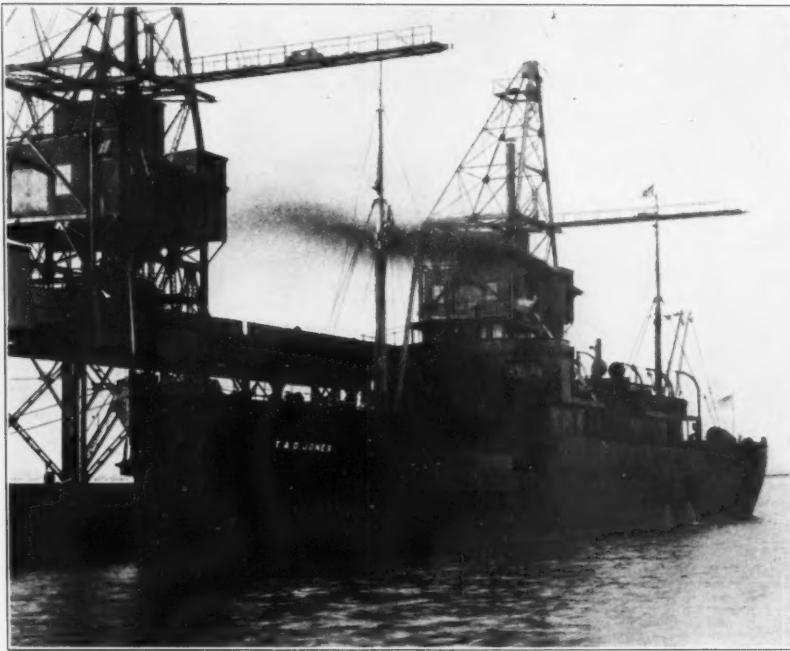
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FACTORY SUPERINTENDENT—Twenty years' experience in machine products company as foreman, superintendent and director of personnel. Thoroughly familiar with modern methods of standardizing and organizing. Address P. W. 355.

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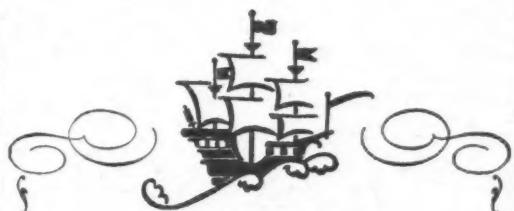
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